



Economic Development Corporation of the City of Detroit CODE EDC 18-02-02-294

**APPROVAL OF MINUTES OF JANUARY 30, 2018 SPECIAL MEETING**

RESOLVED, that the minutes of the Special meeting of January 30, 2018 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

February 27, 2018

**ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS SPECIAL MEETING  
TUESDAY, JANUARY 30, 2018 – 8:30 A.M.**

**BOARD MEMBERS PRESENT:** Marsha Bruhn  
Linda Forte  
Chris Jackson  
Jonathan Quarles  
Thomas Stallworth

**BOARD MEMBERS ABSENT:** Kimberly Clayson  
Maurice Cox (Ex-Officio)  
John Naglick (Ex-Officio)  
Matthew Roling  
Vacancy (due to William Ritsema's resignation)  
Vacancy (due to Monique Claiborne's resignation)

**SPECIAL DIRECTORS  
PRESENT:** None

**SPECIAL DIRECTORS  
ABSENT:** None

**OTHERS PRESENT:** Anthony Askew (DEGC/EDC)  
Kyla Carlsen (DEGC/EDC)  
Gay Hilger (DEGC/EDC)  
Malinda Jensen (DEGC/EDC)  
Jennifer Kanalos (DEGC/EDC)  
Glen Long (DEGC/EDC)  
Rebecca Navin (DEGC/EDC)  
Mariangela Pledl (DEGC/EDC)



Economic Development Corporation of the City of Detroit

**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS SPECIAL MEETING  
TUESDAY, JANUARY 30, 2018  
DETROIT ECONOMIC GROWTH CORPORATION  
500 GRISWOLD, SUITE 2200 - 8:30 A.M.**

**CALL TO ORDER**

Noting that a quorum was present, Chairperson Forte called the Special meeting of the Economic Development Corporation Board of Directors to order at 8:37 a.m.

**GENERAL**

**Approval of Minutes**

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the January 23, 2018 Regular Board meeting. Hearing none, the Board took the following action:

On a motion by Mr. Stallworth seconded by Mr. Quarles, Resolution Code EDC 18-01-02-293 was unanimously approved.

**PROJECTS**

**Motor City Match Recommendation for Round 10 Business Awards**

Mr. Askew reported that on September 1, 2017, the EDC's Motor City Match program began accepting applications for Round 10 of the Business Owner Application Track. The Business Owner Application Track is for businesses from Detroit and around the world that are looking to start or expand in Detroit. The table below describes the levels of award and qualifications.

		<b>Awards</b>	<b>Awardees must have:</b>
<b>TECHNICAL ASSISTANCE</b>	<b>BUSINESS PLAN</b>	<ul style="list-style-type: none"><li>• Up to 50 winners</li><li>• Free business planning class</li></ul>	<ul style="list-style-type: none"><li>• A great idea</li></ul>
	<b>SPACE</b>	<ul style="list-style-type: none"><li>• Up to 25 winners each round</li><li>• Match making with top real estate</li><li>• Financial planning assistance</li></ul>	<ul style="list-style-type: none"><li>• A great idea</li><li>• A great business plan</li></ul>
	<b>DESIGN</b>	<ul style="list-style-type: none"><li>• Up to 7 winners each round</li><li>• Design/build assistance</li><li>• Priority permitting</li><li>• Financial planning assistance</li></ul>	<ul style="list-style-type: none"><li>• A great idea</li><li>• A great business plan</li><li>• Space secured</li></ul>

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FINANCIAL ASSISTANCE	CASH	<ul style="list-style-type: none"> <li>• Up to 10 winners each round</li> <li>• Up to \$100,000 matching grant per winner</li> <li>• \$500,000 in grants per round for building and business owners</li> <li>• Pitch to lending partners for financing</li> </ul>	<ul style="list-style-type: none"> <li>• A great idea</li> <li>• A great business plan</li> <li>• Space secured</li> <li>• A plan for build-out</li> <li>• Funds ready to investment</li> </ul>
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When applications closed on October 1, 2017, the EDC had received over 225 business applications ("Application"). Motor City Match had previously received over 3700 applications since the program's inception.

The following focuses on the selection and recommendation of awardees for:

- "Business Plan" award track receiving business planning assistance
- "Space" award track receiving site selection assistance
- "Design" award track receiving architectural design, permitting and bidding assistance for pre-development
- "Cash" award track receiving grants and financing assistance

First, staff verified business eligibility based on self-reported data submitted in the application for the following five criteria:

1. The business is incorporated and has a registered EIN and DUNS prior to receiving a grant award
2. The business wishes to locate in Detroit for at least two years
3. The business is majority-owned by a person who is at least 18 years or older
4. The business and all owners are in good standing with the City of Detroit, State of Michigan and IRS, and
5. The business is not part of a franchise.

Second, staff sorted applications into various award tracks and reviewed eligible business applications to determine finalists. The awards were selected using the 100-point scale detailed below. Finalist applicants were identified as follows:

- "Business Plan" applicants have great business ideas but haven't formulated a business plan yet or need help strengthening their business plans before pursuing space. In total, sixty (60) Business Plan finalists were selected.
- "Space" applicants are actively looking for space. These business applicants are either new business ventures that have a solid business plan or they are existing businesses with a track record of success and a plan to grow it. In total, forty-six (46) finalists were evaluated to determine awardees.
- "Design" applicants have great business plans and have secured a space but need help planning for renovations. In some cases, these businesses are tenants; in other cases, these businesses own the building they plan to open their business in. In total, twelve (12) Design finalists were selected.

- “Cash” applicants have a location secured, a plan for build-out and strong understanding of the money needed to start their business and complete renovations at their space. In total, thirty-five (35) Cash finalists were selected.

Third, a team of outside jurors evaluated finalist applications based on five criteria. “Business Plan” applications were initially reviewed by a team of business planning service providers, as well as members of the Motor City Match staff. “Space” finalists were reviewed by a team of community stakeholders from across various parts of the city and “Design” and “Cash” finalists were reviewed by a team of business leaders and lenders. “Business Plan”, “Space”, “Design”, and “Cash” applications were scored on a scale of 1-100. Each of the five criteria is worth 20 points to contribute to the 100-point score. Selection criteria are as follows:

1. Vision and plan
2. Experience
3. Market support
4. Community support
5. Leverage

“Cash” finalists were required to submit supplemental information. “Cash” finalists submitted comprehensive financial information, including a standard loan application and personal financial statement. Motor City Match staff compiled this supplemental information to determine the financial need, equity investment and “financial gap” for each business. Next, Motor City Match staff met with a team of six local Community Development Financial Institution (CDFI) lending partners on December 21, 2017, to determine grant and loan investment required to fill the “financial gap” on each project. CDFI partners include Invest Detroit, Detroit Development Fund, Capital Impact Partners, LISC, Michigan Women’s Foundation and Detroit Micro-Enterprise Fund. CDFI partners made commitments to explore lending the balance of the financial gap based on recommended grant investment from Motor City Match. Motor City Match staff used lender interest, participant scores, supplemental information and readiness to accept additional investment to determine “Cash” awardees and associated grant investment.

Finally, staff compiled juror scores to identify top ranking candidates for awards.

EDC staff recommended:

- Fifty (50) “Business Plan” awardees for business planning are presented in Exhibit A.
- Twenty-Nine (29) “Space” awardees for site selection are presented in Exhibit B.
- Seven (7) “Design” awardees are presented in Exhibit C.
- Thirteen (13) “Cash” awardees to receive a total of \$500,000 in grant investment, as described on Exhibit D.

EDC staff will contract with independent business planning service providers to deliver services to “Business Plan” awardees. EDC anticipates that Build Institute and LifeLine will provide business planning training for up to 50 Round 10 Motor City Match “Business Plan” awardees.

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EDC staff will facilitate one-on-one match making between top ranking businesses and building owners recognized as "Space" awardees. Match making services will include open houses and networking sessions between business owners and building owners. In addition, technical assistance will include expert guidance on leasing, financial planning and assessing market opportunities.

EDC staff will hire contractual professional architect, engineering and construction providers to deliver design-build assistance to "Design" awardees. The EDC has approved four (4) design-build independent contractors to provide pre-development design services for seven (7) Round 10 Motor City Match "Design" awardees.

The EDC will enter into grant agreements with Round 10 Motor City Match "Cash" awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

A resolution approving the staff's recommendation of "Business Plan", "Space", "Design" and "Cash" awardees was included for the Board's consideration.

Ms. Forte stated that she would like to see a line added to the report showing the equity percentage and equity amount for each awardee.

Subsequent to a discussion, the Board took the following action:

On a motion by Mr. Stallworth, seconded by Ms. Bruhn, Resolution Code EDC 18-01-91-57 was unanimously approved.

#### **Motor City Match Recommendation for Round 10 Building Awards**

Mr. Askew advised that on September 1, 2017, the EDC's Motor City Match program began accepting applications from interested building owners for Round 10 of the Building Application Track ("Round 10"). The Building Application Track is for Detroit property owners with a vacant space looking for quality new tenants. Awards include pre-development assistance, marketing and tenant recruiting. Properties that are matched with businesses are considered for grants, financing and priority permitting. The table below describes the levels of award and qualifications.

		<b>Awards</b>	<b>Awardees must:</b>
<b>TECHNICAL ASSISTANCE</b>	<b>SPACE</b>	<ul style="list-style-type: none"> <li>Listed as an available property viewable by hundreds of Business Competition candidates</li> <li>Top 25 scoring buildings will be marketed as a "top destination for new business"</li> <li>Pre-development building assessment</li> <li>Match making with top businesses</li> </ul>	<ul style="list-style-type: none"> <li>Be current and compliant</li> <li>Judged most feasible for business</li> </ul>

	DESIGN	<ul style="list-style-type: none"> <li>• Up to 7 awardees each round across both the building and business tracks</li> <li>• Design/build assistance</li> <li>• Priority permitting</li> <li>• Financial planning assistance</li> </ul>	<ul style="list-style-type: none"> <li>• Be current and compliant</li> <li>• Judged most feasible for business</li> <li>• Have a tenant secured</li> </ul>
FINANCIAL ASSISTANCE	CASH	<ul style="list-style-type: none"> <li>• Up to 10 awardees each round across both the building and business tracks</li> <li>• Up to \$100,000 matching grant per winner</li> <li>• \$500,000 in grants per round for building and business owners</li> <li>• Pitch to lending partners for financing</li> </ul>	<ul style="list-style-type: none"> <li>• Be current and compliant</li> <li>• Judged most feasible for business</li> <li>• Have a tenant secured</li> <li>• Have a plan for building renovations</li> <li>• Have funds ready for investment</li> </ul>

When applications closed on October 1, 2017, the EDC had received twenty-five (25) applications ("Application") for spaces all across the city of Detroit. An Application typically refers to a single tenantable space within a property. One property may have submitted multiple Applications and the properties may have previously matched but have leaseable space.

Staff completed the following due diligence and evaluation process:

- Verified that the space referenced in the Application is current and compliant on property taxes, tickets, and water bills.

Each Application was evaluated and scored on a scale of 1-100 as follows:

- Each of the following factors contributed up to 20 points: (1) Building characteristics and vision; (2) Building conditions; (3) Community and market support; (4) Leverage; and (5) Compliance.
- Evaluations were conducted by EDC staff.
- EDC staff scores were averaged together to achieve the final score for building characteristics and vision, community and market support, and leverage.
- The score for building conditions was derived directly from the professional building assessment conducted by PSI as well as self-reported data from the property owner.
- The score for compliance was derived based on the payment of taxes, water bills, and tickets.

The results of the due diligence and evaluation process were the following:

- Of the twenty-five (25) applications considered for Round 10, six (6) applications were deemed ineligible because of condition or compliance. Two (2) property had been previously awarded, leaving seventeen (17) eligible Building Applications to be considered for Round 10 awards.
- Seventeen (17) eligible building applications indicated they had space available for lease. These building owners are recommended to receive "Space" awards to assist with marketing their property and recruiting tenants.
- The remaining eligible applicants indicated that they had a tenant secured and no additional space to lease. This makes these applicants eligible for consideration for "Design" or "Cash" awards in partnership with their tenants.
- Based on eligible applications and review of scores, EDC staff recommends the following Round 10 Building Owner Awards:
  - **Space awards.** Seventeen (17) properties are recommended to receive Space awards as presented in Exhibit A, which includes marketing, a professional building assessment, real estate tours and other matchmaking activities with top Motor City Match business applicants. These top scoring buildings are recommended to receive "Top Property" designation to assist with marketing and tenant recruiting.
  - **Design Awards.** Seven (7) properties are recommended to receive "Design" awards in partnership with their tenants presented in Exhibit B , which includes architectural technical assistance for tenant build-out and building renovations.

EDC staff requested that the Board accept the current results of the Round 10 Building Application evaluation process and confirm the Applications that have been awarded "Space" and "Design" awards. A proposed resolution was included in the Board material for consideration.

The Board made several suggestions for future Rounds. For the space awardees, there is a need to sort the property address in a more logical sequence, i.e., City Council District, type of building, condition of building, etc., and define condition category (is it based on location, size, availability for tenant). The City Council District in which a property is located should also be added to the report, including a map showing the location of the properties. A "cheat sheet" of criteria for the assumptions for each track would also be helpful.

Subsequent to a discussion, the Board took the following action:

On a motion by Mr. Jackson, seconded by Mr. Quarles, Resolution Code EDC 18-01-91-58 was unanimously approved.

The Board requested that staff provide a chart at the next meeting identifying the status of the 113 cash awardees (total to date) using green, yellow and red code to indicate



business is open, under construction, etc., and if business is open, the number of employees hired.

## **ADMINISTRATION**

### **Delegation of Authority**

Ms. Navin advised that in September 2003, by Resolution EDC 03-09-01-82 (the "2003 Resolution"), the Board of Directors (the "Board") of the Economic Development Corporation of the City of Detroit (the "EDC"), adopted a delegation of authority with respect to the negotiation and execution of contracts relating to expenditures of up to \$50,000.

EDC staff has found the authority granted under the Resolution is in need of additional streamlining and proposes a new resolution which would establish a delegation of authority as follows:

- Any two Officers, any two Authorized Agents, or any One Officer and any one Authorized Agent (collectively the "Designated Parties") will have the power to:
  - Approve non-monetary contracts and monetary contracts of an amount up to and including the sum of Fifty Thousand and 00/100 (\$50,000.00) Dollars;
  - Approve change orders or other amendments for any contract for up to 25% of the original contract value not to exceed \$50,000.00; and
  - Execute all documents and instruments approved under the delegation of authority, including any checks issued pursuant thereto.
- Staff will include in the Board materials a report of contracts and contract amendments executed pursuant to the delegation of authority on a quarterly basis.

A resolution was included for the Board's consideration.

Ms. Bruhn thanked Ms. Navin for providing her with a copy of the 2003 Delegation of Authority resolution for comparison purposes. Ms. Bruhn stated that she would support the proposed resolution with the following changes: Reports would be given to the Board, in writing, monthly.

Subsequent to a discussion, the Board took the following action:

On a motion by Mr. Quarles, seconded by Mr. Jackson, Resolution Code EDC 18-01-01-197 was approved, as amended.

## **OTHER MATTERS**

### **PUBLIC COMMENT**

### **ADJOURNMENT**

January 30, 2018

With there being no further business to come before the Board, Ms. Forte adjourned the meeting at 10:06 a.m.

January 30, 2018



**APPROVAL OF MINUTES OF JANUARY 23, 2018 MEETING**

RESOLVED, that the minutes of the Regular meeting of January 23, 2018 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

January 30, 2018



**MOTOR CITY MATCH: ROUND 10 BUSINESS AWARDS**

WHEREAS, EDC staff has completed due diligence and evaluation for applications ("Applications") in the tenth round ("Round 10") of the Motor City Match Business Application Track; and

WHEREAS, the EDC staff has provided recommendations to the Board, to receive grant investment for the "Cash" award categories subject to EDC Board approval; and

WHEREAS, the EDC Board that the staff recommendation is reasonable and consistent with the Motor City Match program; and

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 10 Business Application evaluation process, and approves the Applications that have been recommended for "Business Plan" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 10 Business Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 10 Business Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit C.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, recommends to the EDC Board of Directors the approval of the "Cash" grant awards that were recommended by Staff pursuant to the Round 10 Business Application evaluation process, attached hereto as Exhibit D.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, recommends that grant amounts not fully allocated each round (i.e., the remaining funds when quarterly "Cash" awards total less than \$500,000) be repurposed and distributed in future rounds. In such cases, Staff would have the authority to recommend more than \$500,000 in "Cash" awards in future rounds, subject to the approval of the Board.

BE IT FURTHER RESOLVED, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC's Authorized Agents shall hereafter have the authority to negotiate and execute all documents, contracts, or other papers and to take such actions as are necessary or appropriate to implement the provisions and intent of this resolution.

BE IT FINALLY RESOLVED, that all of the acts and transactions of any Officer or Authorized Agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions, except that such acts were taken prior to the execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

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**Exhibit A**  
**Recommended “Business Plan” Awardees**

1. A Day in Paris	A hair salon
2. AEeTec Science Productions	Digital music catalogue subscription service
3. AJ Techsolutions	PC repair, upgrades, recovery, networking, and support
4. Art of the Coil	Salon for textured (curly) hair
5. ASD Latinos Unlimited LLC	Applied behavioral analysis therapies and evaluations
6. August	Collection of locally grown retailers.
7. Back 2 the Basics Enterprise	Life skills enhancement programs
8. Bar Czar Calisthenics	Indoor calisthenics studio
9. Breakfast	Unique breakfast and lunch options
10. CHIC Lounge	Educational, health, and beauty lounge
11. Clay Castle Day Care	Special needs child care
12. Cobra Athletic Sports Agency	Real estate training and sports training and management
13. Daviscarenetwork, Inc.	Adult foster care
14. Detroit Antiques and Design LLC	Vetted antiques and decor items
15. Detroit is Dope™	Art development space with a membership experience
16. Detroit Workshop	Collaborative woodworking project center
17. Encore Entertainment Group / Kreative Expression Performing Arts Center	Arts, education, and community development
18. Fruits & Soup, LLC	Restaurant featuring healthy drinks and soup
19. Hicks Organic Garden	Fresh food for the community
20. HM Style Lounge & Chill Room	A dance and listening lounge

21. Hot Water	Natural community wellness center
22. J Infinite Notions Enterprise, LLC	Products and services supporting patients with dementia
23. JimBob's Smokehouse BBQ	Barbecue craftsmen and catering service
24. Jo's Gallery Cafe	Fine art gallery seeking to add a cafe
25. Jubilee Restaurant	Restaurant and bakery
26. K & E Catering	A small restaurant with catering services
27. Lea Learning, LLC	Adult learning, leadership training, and certification company
28. Little Blessings Learning House	Childcare and learning facility
29. Lyrics, Lines & Love	Performance arts cafe and community center
30. M A T T I E x I D E L L	Contemporary hand-made clothing line
31. Mealtime	Providing healthy food to children of Detroit
32. MI Midwife	Midwifery and women's health services
33. Native Detroiter International	Bed and breakfast
34. Nevaeh's Beauty Store	An all-natural, vegan, organic beauty store
35. Not Sorry Apparel	Upcycled and eco-friendly apparel
36. Olin Tubman Institute	Post-trauma residential treatment center
37. Peace 2, LLC	Jazz cafe and coffee house
38. Room 919	Banquet hall and rental space
39. Sloppy Fingers Bar-B-Q & Catering	Barbecue restaurant with catering
40. Snacky's Snacks	Healthy food drive-thru
41. Soultastytacos	Food Service with healthy tacos
42. Spice Boutique	Women's clothing store.
43. Tee's Beauty Treats	Beauty store

44. Telnet Technologies	Telecommunications and home and theatre installation
45. The Golden Bunny	After work lounge with food and video games
46. The Nurses Boutique	Affordable uniforms for medical professionals
47. Third Morgan Global Construction Firm	A construction firm
48. Toledo Ciderworks	Cider bar
49. V in the D	Vegan takeout
50. Xstreme Xcursions, LLC	Luxurious and affordable cross-country travel and transportation



**Exhibit B**  
**Recommended “Space” Awardees**

1. 3RD Sun Entertainment / The Print Cafe	Café that offers graphics, illustration, 3D Printing, training and services
2. 4 Kings Day Spa LLC	Men only day spa and grooming services
3. Agape Center for Adults LLC	Community based healthcare/wellness organization
4. Barcode Fitness, LLC	Fitness training facility
5. Black Market	Collaborative community retail market – focused on local heritage vendors
6. Deluxe Sweet Treats	Healthy food prep, catering, classes and health assessments
7. EnACT Your Future	Test prep & admissions services for high school juniors and seniors
8. Flamingo Vintage	Vintage clothing for men & women
9. Gee Wheels Transportation Services LLC.	Non-medical emergency transportation service
10. Giselle's Tasty Bites	Catering, food delivery, food truck prep, in a kitchen available to rent
11. Gold Label by Amora Luxe	Hair boutique, salon, & apprenticeship program
12. GPA Challenge LLC	Trainer for mathematical proficiency at middle and high school level
13. Hair Studio 214	Affordable high-end salon services
14. Infinity Transitional Housing Corporation	Transitioning housing and supportive services for mentally ill and survivors of violence
15. Manila Bay Cafe	7-year old café, gallery, and performance venue looking to find a new location

16. Massage Matters Michigan LLC	Office and headquarters for a mobile physical therapy company that takes healing to the community
17. Masterpiece Studios	Creative studio offering event space, art and cooking classes specifically for kids
18. Mommy's House Child Care & Respite Center	Child care with offering technology training and academic support for young students
19. Morningside Café	Café featuring coffee, fresh made pastries, jazz and art exhibits
20. PR Media Services	Event production and year-end awards for independent filmmakers
21. Rebel Cycle Studio	Body-positive indoor cycling studio
22. Spoiled Forever	Experienced women's clothier creating Detroit themed wearables
23. Sweet Shack	Black-owned bakery looking to apprentice young entrepreneurs
24. Telnet Technologies	Telecommunications, home & theatre Installation looking to relocate to Detroit
25. The Heat Factory LLC	A revolutionary retail sneaker shop
26. The Vehicle Services Group, LLC	Mobile vehicle steam detailing service
27. Tina's Beauty on the Go	Beauty bar and supply store catering to neighborhood needs
28. Triple A Closet	Plus size retail and beauty bar services
29. Yummy Yummy Sandwich Company	Sandwich shop offering fresh and healthy alternatives to fast food

**Exhibit C**  
**Recommended "Design" Awardees**

1. City Market #2	Full-service grocery store
2. Conant and Nevada Bakery	Bakery and deli
3. Crepe City, LLC	Food-service business
4. Dymond Designs Beauty College	Cosmetology school
5. Going Pro d/b/a The Pro Shop	Shared retail, work, and events space
6. LCD Hot	Inclusive contemporary fitness studio
7. Shining Star, LLC d/b/a Shining Star Wellness Center	Adult daycare

**Exhibit D**  
**Recommended "Cash" Awardees**

**1. Ferne Boutique**

**Grant:** \$10,000

**Owner:** Laura Horwath

**Location:** 6529 Woodward Ave, Detroit, MI 48202, New Center (District 5)

**Description:** Ferne Boutique is a women's clothing boutique opening their second location in the New Center neighborhood at Woodward and Grand Blvd. Her retail shop will be located next to Round 10 cash awardee, Cooking with Que, and on the same block as Round 9 cash awardee, New Center Eatery and Round 4 design awardee, Rose's Fine Foods a/k/a Wilda's, complementing past Motor City Match investments. Ferne Boutique has been operating their current location in Bay City for two years and popping up at Bedrock's holiday market for the past few months. They have surpassed sales expectations in the Detroit market and are expected to open in the Spring of 2018.

**Total expected investment:** \$38,500

**2. Pink Poodle Dress Lounge LLC**

**Grant:** \$25,000

**Owner:** Raeshawn Bumphers

**Location:** 9209 East Jefferson, Detroit, MI 48214, Villages (District 5)

**Description:** Pink Poodle is a bridal and dress shopping network experience concept locating in a Motor City Match property in the Villages neighborhood on Jefferson. The business will be located on the second story above Round 9 cash awardee, Urban Flavors. The retail boutique will offer fashionable dresses, shoes and accessories as well as venue rental, wedding planning and invitation printing service. Pink Poodle has been operating online since October 2017, and is expected to open the brick and mortar shop by early spring 2018. The business is minority, woman and Detroit resident owned.

**Total expected investment:** \$60,000

**3. Drizzle Dreams**

**Grant:** \$30,000

**Owner:** Danielle Bigham

**Location:** 1420 Washington Blvd., Detroit, MI 48075, Downtown (District 6)

**Description:** Drizzle Dreams is manufacturer of hand-dipped chocolate treats including fruit, candy, and other snacks. Locating in a Motor City Match property, the business will operate a small retail storefront in a prime location on the first floor of the Madison building, which also houses Round 3 cash awardee Bamboo Detroit. Drizzle Dreams is a minority, woman owned business and has built up solid experience and customer recognition operating out of the Detroit Opera House and catering for the past three years. The business is a past Motor City Match space awardee.

**Total expected investment:** \$146,100

4. Grit and Glamour by Pink Pump

**Grant:** \$40,000

**Owners:** Kelly Kirkwood

**Location:** 5734 Woodward, Detroit, MI 48202, Midtown (District 5)

**Description:** Grit and Glamour is a women's retail business opening their second location in a Motor City Match property in the Woodward corridor near Techtown. A minority, woman owned business, Grit and Glamour has operated their Bloomfield Hills store for eleven years, and launched a mobile fashion truck in Detroit last March to test the market. The husband and wife team are committed to hiring local residents, providing college student internships and partnering with local high schools to offer entrepreneurship shadowing experiences.

**Total expected investment:** \$154,450

5. Detroit City Fieldhouse

**Grant:** \$40,000

**Owners:** Todd Kropp, David Dwaihy, Sean Mann, Alexander Wright, Michael Lasinski

**Location:** 3401 E. Lafayette Street, Detroit MI 48207, Islandview (District 5)

**Description:** Detroit City Fieldhouse is an indoor soccer and sports facility operated by the same ownership as Detroit City Football Club. The business will activate a vacant space across from Martin Luther King High School that previously functioned as an indoor ice hockey arena. The facility will have two indoor turf fields to host adult and youth leagues as well as a concession, bar/banquet facility. The business is majority resident owned and expected to open by Fall 2018.

**Total expected investment:** \$554,000

6. Banner Sign Company

**Grant:** \$45,000

**Owner:** Nicholas & Nicole Piach

**Location:** 6538 Russell Street Detroit MI 48211, Milwaukee Junction (District 5)

**Description:** Banner Sign Company is a woman-owned large format digital and textile printing business. The family owned company has been in business over 93 years and was recently awarded a contract with Little Caesar's Arena. They are moving their operation from Hazel Park to Milwaukee Junction to expand their business into a larger space with room to scale. In addition to their printing business they will rent 1000 SF of space to a retail tenant.

**Total expected investment:** \$468,000

#### 7. Alma Kitchen

**Grant:** \$50,000

**Owners:** Gary Mui, Alicia Sanchez

**Location:** 14300 E. Jefferson Detroit, MI 48214, Jefferson Chalmers (District 4)

**Description:** Alma Kitchen is a restaurant specializing in authentic multi-cultural dishes with a focus on local ingredients and flavors. Locating in the Jefferson Chalmers neighborhood, the business will share space with Jefferson East Inc. on the same corridor as Round 8 awardee Bar Botanica. The location is also located on a priority node identified through the Market Retail Study as a top priority corridor for locating new retail. The study shows there is unmet demand for locally owned, affordable Food and Beverage retail. Alma Kitchen is minority and woman owned and is a past Motor City Match Business Plan awardee. As part of their lease agreement from Jefferson East Inc. CDC they are required to employ over 50% local residents and will be partnering with a nearby school to fulfill this requirement.

**Total expected investment:** \$380,000

#### 8. Shears And Shaving LLC

**Grant:** \$55,000

**Owner:** Dawn Sandford

**Location:** 20202-20208 Livernois Avenue, Detroit, MI 48221, Avenue of Fashion (District 2),

**Description:** Shears and Shaving is an upscale vintage barber spa and women's salon offering grooming services in a social atmosphere. The business is minority woman owned locating along a priority retail node identified in the Retail Market Study which shows an additional 315,000 SF of Neighborhood Goods and Services can be supported in the study area. The business will complement past beauty-related Motor City Match cash recipients

locating along the Livernois corridor including a skin care facial bar, therapeutic massage studio and upscale nail salon. The owner has operated another more traditional barber shop on Livernois for 30 years; they are expanding to open a second location that caters to a more upscale client experience. Shears and Shaving is a Motor City Match space and design awardee.

**Total expected investment:** \$289,700

**9. J.P. Kush & Associates, Inc.**

**Grant:** \$60,000

**Owner:** Joshua Kushnereit

**Location:** 3506 Gratiot Ave, Detroit, MI 48207, Eastern Market (District 5)

**Description:** J.P. Kush & Associates is a full-service benefits insurance agency moving its headquarters from Troy to Detroit in an old public library building on Gratiot. The business has been operating for ten years and will move six jobs to the city with additional temporary employment opportunities during open enrollment and the holiday season. The grant will facilitate restoration of a historic building, relocation of business headquarters to Detroit, and provide additional co-working space on the ground floor.

**Total expected investment:** \$395,000

**10. Cooking With Que**

**Grant:** \$60,000

**Owner:** Quiana Broden

**Location:** 6529 Woodward Ave, Detroit, MI 48202, New Center (District 5)

**Description:** Cooking with Que is a live demo kitchen with a business mission of teaching how to eat to live by introducing more plant based foods into everyday cooking. The business is minority woman owned and has been operating as a travelling workshop primarily for corporations and private parties for over two years. They will be locating next to Round 10 cash awardee Ferne Boutique and on the same block as Round 9 cash awardee, New Center Eatery and Round 4 design awardee, Rose's Fine Foods a/k/a Wilda's, complementing past Motor City Match investments.

**Total expected investment:** \$311,400

**11. Mac Galleries**

**Grant:** \$60,000

**Owners:** James E. McKissic

**Location:** 18943 Livernois Detroit, MI 48204, Avenue of Fashion (District 2)

**Description:** Mac Galleries is a commercial and residential custom art framing business that has been family owned and operated for 26 years in the Livernois and New Center neighborhoods. In addition to providing framing services the new location will also offer a virtual art gallery and generate additional revenue through a corporate art rental service. Locating along a priority corridor identified by the Market Retail Study, the business will contribute to a cluster of creative art and framing businesses including Jo's Gallery and Eric's I've Been Framed, as well as complementing a number of other Motor City Match investments including seven business grant awards and two building grant awards. The business is minority and resident owned and was a past Motor City Match Business Plan, Space and Design awardee.

**Total expected investment:** \$650,000

## **12. Pembury Holdings**

**Grant:** \$60,000

**Owner:** Vincent Little

**Location:** 269 Walker Street, East Riverfront neighborhood (District 5)

**Description:** Pembury Holdings will receive a \$60,000 building grant award to assist with renovations for Motor City Match Round 9 cash awardee, Olive Seed. The building is minority owned, located in the East Riverfront district and home to three businesses with space for one additional tenant once renovations are complete. The grant will assist with activating multiple vacant retail spaces complementing other city investments in the E Riverfront neighborhood including the extension of the Riverwalk, outdoor beach plaza, Jefferson road transformation to include bike lanes and promote walkability, and the additional of Joseph Campeau greenway.

**Total expected investment:** \$120,000

## **13. Detroit River Sports**

**Grant:** \$65,000

**Owners:** Alex Howbert

**Location:** 14601 Riverside Blvd, Detroit, MI 48215, Jefferson Chalmers (District 4)

**Description:** Detroit River Sports is a kayak tour company that has been operating for five years providing education tours and promoting tourism along the Detroit river. The grant will enable the business to have a permanent physical retail location for in-take of tour participants and sell basic snacks and beverages. Located in the historic Jefferson Chalmers neighborhood along the canals, the building will also be home to Motor City Match Business Plan and Space awardee Coriander restaurant. The business is resident owned and was a Motor City Match design awardee.

**Total expected investment:** \$352,252





**MOTOR CITY MATCH RECOMMENDATION FOR ROUND 10 BUILDING AWARDS**

WHEREAS, EDC staff has completed extensive due diligence and evaluation for applications ("Applications") for the tenth round ("Round 10") of the Motor City Match Building Application Track; and

WHEREAS, the EDC staff has provided recommendations to the EDC Board of Directors, to receive technical assistance in the "Space," and "Design" Building Owner award categories; and

WHEREAS, the Board determined that the staff recommendation is reasonable and consistent with the Motor City Match program; and

NOW, THEREFORE BE IT RESOLVED, that the EDC Board of Directors accepts the current results of the Round 10 Building Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors accepts the current results of the Round 10 Building Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC's Authorized Agents shall hereafter have the authority to negotiate and execute all documents, contracts, or other papers and to take such actions as are necessary or appropriate to implement the provisions and intent of this resolution.

BE IT FINALLY RESOLVED, that all of the acts and transactions of any Officer or Authorized Agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions, except that such acts were taken prior to the execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

January 30, 2018

**Exhibit A**  
**Motor City Match: Round 10**  
**Recommended “Space” Awardees – Top Property Designation**  
**January 19, 2018**

<b>Property Street Address</b>	<b>Type of Building</b>	<b>Available Square Footage</b>	<b>Multi-Tenant Building</b>	<b>Condition Category</b>
1401 Howard	Commercial	15400	Yes	Fair
16127 E Warren	Commercial	4008	No	Fair
18000 James Couzens	Office	7200	Yes	Fair
18030 James Couzens	Office	600	No	Great
18032 James Couzens	Office	800	No	Great
18040 James Couzens	Office	2000	Yes	Great
18547-9 Ryan	Commercial	2520	No	Good
18720 Wyoming	Commercial	10000	Yes	Poor
19376 Livernois	Commercial	5000	Yes	Good
20114 Livernois	Commercial	1400	No	Great
2126 Pierce	Other	900	No	Great
2500 Meldrum	Commercial	20000	No	Fair
3147 Woodward	Commercial	5600	No	Great
3506 Gratiot	Co-working	7000	Yes	Fair
6811 Charlevoix	Co-working	1800	Yes	Fair
7830 W. Vernor	Commercial	3300	Yes	Fair
9400 Oakland	Commercial	8500	Yes	Poor

**Exhibit B**  
**Motor City Match: Round 10**  
**Recommended "Design" Awardees**  
**January 19, 2018**

<b>Business Name</b>	<b>Description</b>	<b>Property Address</b>	<b>Disposition</b>
1. City Market #2	Full-service grocery store	575 Brush	tenant
2. Conant and Nevada Bakery	Bakery and deli	18835 Cardoni	owner
3. Crepe City, LLC	Food service business	17361 Snowden	tenant
4. Dymond Designs Beauty College	Cosmetology school	3448 E. Jefferson	tenant
5. Going Pro d/b/a The Pro Shop	Shared retail, work, and events space	6340 E Jefferson	tenant
6. LCD Hot	Inclusive contemporary fitness studio	8900 E Jefferson #422	tenant
7. Shining Star, LLC d/b/a Shining Star Wellness Center	Adult day care	1325 Cadillac	tenant



**ADMINISTRATION: DELEGATION OF AUTHORITY**

**WHEREAS**, in June, 2003, by Resolution EDC 03-09-01-82 (the "2003 Resolution") the Board of Directors (the "Board") of the Economic Development Corporation of the City of Detroit adopted a delegation of authority with respect to the negotiation and execution of contracts relating to expenditures of up to and including \$50,000; and

**WHEREAS**, EDC staff has found the authority granted under the 2003 Resolution is in need of additional streamlining and proposes a new resolution which would establish a delegation of authority as follows:

- Any two Officers, any two Authorized Agents, or any One Officer and any one Authorized Agent (collectively the "Designated Parties") will have the power to:
  - Approve non-monetary contracts and monetary contracts of an amount up to and including the sum of Fifty Thousand and 00/100 (\$50,000.00) Dollars;
  - Approve change orders or other amendments for any contract for up to 25% of the original contract value not to exceed \$50,000.00; and
  - Execute all documents and instruments approved under the delegation of authority, including any checks issued pursuant thereto.
- Staff will include in the Board materials a written report of contracts and contract amendments executed pursuant to the delegation of authority on a monthly basis.

**WHEREAS**, the Board has fully considered the matter and determined that the recommendation of staff is prudent and in the best interests of the EDC.

**NOW, THEREFORE, BE IT RESOLVED**, that any two Officers, two Authorized Agents or any One Officer and any one Authorized Agent (collectively the "Designated Parties") shall have the power to review and approve all non-monetary contracts and monetary contracts in an amount up to and including the sum of Fifty Thousand and 00/100 (\$50,000.00) Dollars. In the event a change order or other amendment is required for a contract, the Designated Parties shall have the power to approve any change order or other amendment up to 25% of the original contract value not to exceed \$50,000.00.

**BE IT FURTHER RESOLVED**, that upon said approval, the Designated Parties are authorized to negotiate and execute any and all documents and other writings necessary to implement the authorized contract, including but not limited to checks issued pursuant to such authorized contract.

**BE IT FURTHER RESOLVED**, that the EDC staff will include in the Board materials a written report of contracts and contract amendments executed pursuant to the delegation of authority on a monthly basis.

**BE IT FURTHER RESOLVED**, that this resolution shall supersede the 2003 Resolution.

**BE IT FINALLY RESOLVED**, that all of the acts and transactions of any Officer or Authorized Agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions except that such acts were taken prior to execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

January 23, 2018 (Tabled)  
January 30, 2018